

DECEASED ESTATE

We understand the difficult situation you are in and the importance of a smooth and timely sale. Our team have had experience with these types of sales many times, and are here to assist in this transition.

Getting your home sale ready

As a local agent we have access to a range of local tradespeople who are more than happy to assist in getting your home sale ready: whether you need rubbish removal, gardening work or an internal clean, we have you covered. We can project manage all processes, from organising quotes, managing the go ahead and assisting with access, making the process more streamlined for you in your time of need and ensuring the marketing timeline is met.

What do we do with all the furniture and personal belongings?

The best place to start would be removing or collecting any personal items that hold sentimental value to you to keep them within the family. This can take a bit of time and will no doubt be an emotional process, so be sure to allow for this in your schedule. Depending on the condition of the furniture, your agent could choose to use part or all of it in the marketing of the property. If you're unsure, it's best to have an agent come in prior to you starting to clear the home so you can understand what needs to be kept and what needs to be left.

If there are items you may not wish to keep, here at Saliba Estate Agents our moving team can assist with the removal which involves organising the necessary tradespeople or skips bins. We can do this to ensure your specific timeline is met.

Can we sell prior to probate?

Yes, you can sell prior to probate. This would entail marketing your property and exchanging contracts with a prospective buyer, with a condition in the contract stating the property would settle subject to probate being met.

If I sold subject to probate, but the purchaser wanted to move in, what happens now?

The prospective purchaser can move in under "licence." Both vendor and purchaser's solicitors would draw up a licence agreement which would allow the purchaser to move into the home, paying a nominated rent with relevant insurances in place.

What do I do if a family member wants to buy the property?

In this situation, an agent can provide their opinion on the value of your home, which could form the basis of your agreement on sale price with that particular family member. You could also get in touch with a registered valuer who can provide a valuation on the home.

What if we can't afford to pay for marketing?

Our agency provides several different marketing options available which we can customise to your budget. We also have options that won't cost you anything, and other payment options ensuring still that we maximise sale price without reducing the amount of prospective buyers coming through home.

Have you been an executor before?

If you have been appointed an executor it is now your responsibility to administer the estate of the deceased person, which includes all their assets and liabilities like property, cars, investments and shares. Other responsibilities include applying for a death certificate, contacting beneficiaries in the will, notifying the Australian Tax Office and the bank, and finalise any outstanding bills. This may seem daunting, especially if never done before, however, if you decide not to administer the estate yourself, you could always seek a trustee company to handle it for you.

Our advice and information is general in nature and does not take into account your specific circumstance. Please make sure you talk to your legal representative and carry out your own investigations.

